

Message Text

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ACTION XMB-07

INFO OCT-01 AF-10 ISO-00 EB-11 COME-00 AGR-20 L-03 CIAE-00

INR-11 NSAE-00 RSC-01 OPIC-12 TRSE-00 DRC-01 /077 W

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R 231650Z AUG 74

FM AMEMBASSY LOME

TO SECSTATE WASHDC 8143

INFO AMEMBASSY ABIDJAN

AMEMBASSY COTONOU

AMEMBASSY DAKAR

AMEMBASSY NOUAKCHOTT

AMEMBASSY YAOUNDE

AMCONSUL DOUALA

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E.O. 11652: N/A

TAGS: ETRD, EFIN, TO

SUBJ: LANG PINEAPPLE/TOMATO PASTE PROJECT TOGO

REF: (A) LOME 1884; (B) ABIDJAN 6670

1. LANG REPRESENTATIVES ROBERT HOWARD AND JACQUES PERRET AND LOCAL REP EDUARD JOHNSON VISITED EMBASSY AUGUST 21 TO REPORT ON CURRENT GOT-LANG NEGOTIATIONS FOR TOGO PINEAPPLE/TOMATO PASTE PROJECT. HOWARD SAID MEETING AUGUST 20 WITH 14 GOT OFFICIALS, INCLUDING MINISTERS OF PLAN AND FINANCE AS WELL AS DIRECTORS GENERAL OF RURAL DEVELOPMENT AND PLAN, WHILE INCONCLUSIVE, DID CONFIRM GOT'S RECEPTIVITY TO PROJECT ON BASIS OF LANG'S EXIM-FINANCED FEASIBILITY STUDY. LANG AND GOT WILL CONTINUE MEETINGS THIS WEEK IN ATTEMPT TO AGREE ON PLANTATION AND PLANT SITE, PRODUCTION COSTS, COST INCREASES, AND SOURCES AND TERMS OF FINANCING. HOWARD APPEARED CONFIDENT THAT ORIGINAL COST SUBMISSIONS BASED ON LATE FALL 1973 PRICES STILL OBTAIN FOR 75 PERCENT TOTAL PROJECT COSTS, WITH ONLY 25 PERCENT OF COSTS FOR CAPITAL EQUIPMENT SUBJECT TO REVISION DUE INFLATION.

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2. EMBASSY EXPRESSED HOPE LANG PROJECT VIABLE AND, IN THIS

CONNECTION, ALLUDED TO COMPANY'S SITUATION ELSEWHERE IN WEST AFRICA. HOWARD STRESSED PRINCIPAL DIFFERENCE BETWEEN TOGO PROJECT AND OTHER LANG AFRIQUE VENTURES (FURTHER ADVANCED THAN CAMEROON PROPOSAL) IS PROVISION FOR CONTINGENCY FINANCING AND EQUITY PARTICIPATION. LANG'S EQUITY IN TOGO PROJECT WOULD BE 20 PERCENT OF ESTIMATED DOLS 20 MILLION PROJECT COST.

3. HOWARD SAID ISC IS DETERMINED TO CARRY TO FRUITION IVORY COAST AND DAHOMEY PROJECTS, BUT HE WAS NOT CERTAIN ABOUT MAURITANIA VENTURE, WHICH HE DESCRIBED AS HAVING 50-50 CHANCE. HE SAID PART OF PROBLEM IN IVORY COAST WAS DELAY IN GAINING ACCESS TO RAILROAD FOR DELIVERY OF EQUIPMENT TO PROJECT SITE AND LACK OF RAW MATERIALS WITH WHICH TO TEST PLANT OPERATIONS. BUT HE STRESSED LANG HAD NOT HAD FULL CONTROL OF FOREIGN PARTICIPATION, WHICH IT WOULD HAVE IN TOGO.
RAWLS

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Message Attributes

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